
THE DRONE FORUM

The Inaugural Drone Forum

Moderator and Speaker Compendium

October 28-30, 2026
Rosen Centre Hotel
Orlando, Florida

Organized by:





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THE DRONE FORUM



FRC 50/50 Raffle

Winner Can Select to Take
Half the Pot in Cash
or a Bottle of
Old Rip Van Winkle 10 Year!



Retail Value ~ \$900

Drawing to take place in the
Exhibit Hall at 6:00 pm at the
Thursday Night Reception



One Ticket \$5
Five Tickets for \$20

Proceeds to Benefit:



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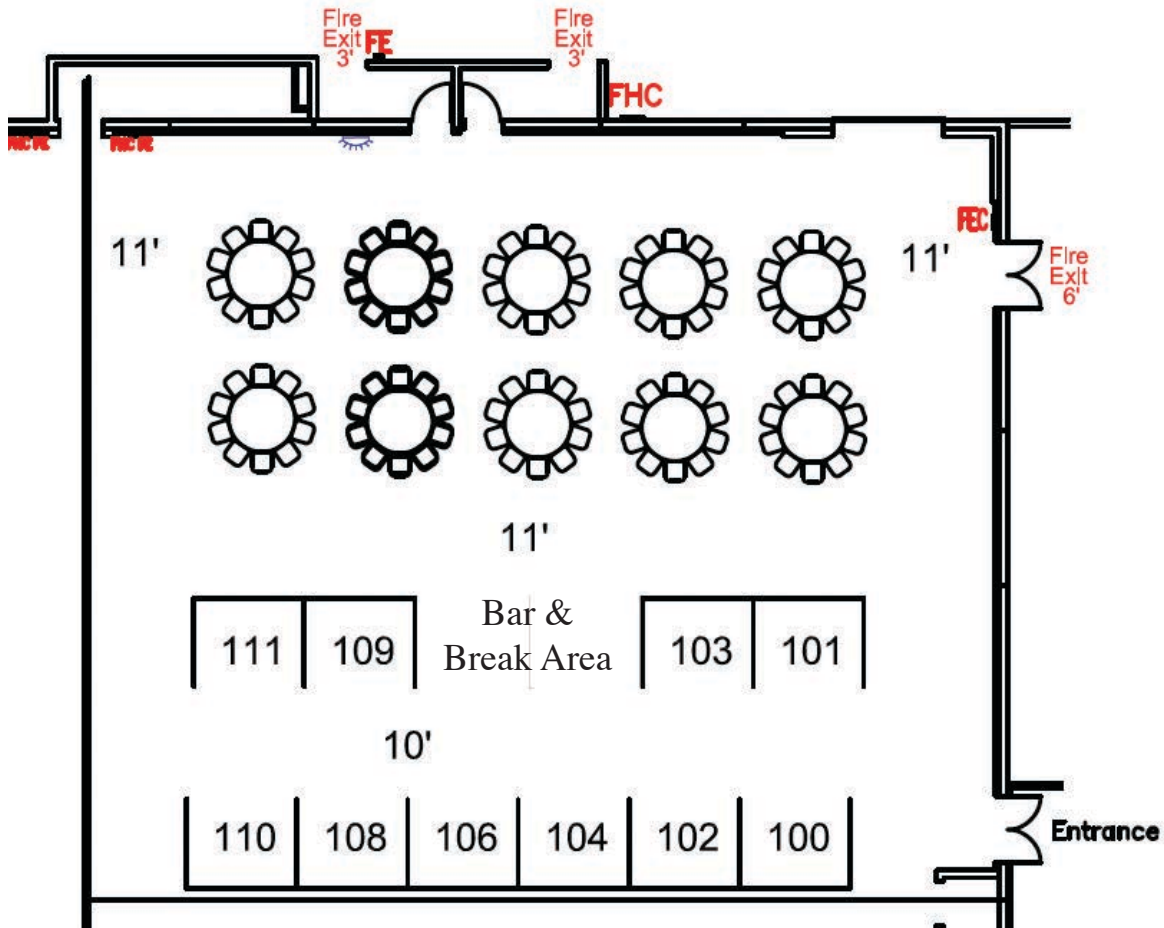


SUPPORTING ORGANIZATIONS:



List of Exhibitors

Exhibitor	Booth #
Drone Over The Top.....	106
DroneShine Cleaning	108
Global Air U.....	102
Infraspection Institute.....	103
Plum Laboratories	109
Red Hills Drone Service	111
SurvTech Solutions.....	101
UAS Success.....	104
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Agenda

Wednesday, October 28, 2026

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3:00 pm - 6:30 pm	Conference Registration Open - Rosen Centre Hotel	(Registration Desk 2)
3:00 pm - 5:00 pm	Exhibitor Setup	(Grand Ballroom E)
5:00 pm - 6:30 pm	Welcome Reception	(Pool Deck)

Thursday, October 29, 2026

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7:45 am - 6:30 pm	Registration Open	(Registration Desk 2)
7:45 am - 8:30 am	Continental Breakfast – Exhibit Hall	(Grand Ballroom E)
8:30 am - 10:00 am	Opening Session The Future of Commercial Drones: Trends, Technology & Business Opportunities	(Grand Ballroom D)
	Welcome: Colin Jones , Vice President, Association & Conference Management, LLC and Founder and CEO, Red Hills Drone Services	
	Panel Discussion: Eno Umoh, Founder and President, Global Air University Dominique Papa, Owner, Drone Over the Top, LLC Kevin Padilla, Founder and CEO, AeroVis Drone Solutions Chris Lewis, Founder and CEO, Vets to Drones Mike den Hartog, Air Boss, Air Operations, Inc.	
10:00 am - 10:30 am	Refreshment Break – Exhibit Hall	(Grand Ballroom E)

Thursday, October 29, 2026 (Continued)

10:30 am - 12:30 pm	Session I: (Grand Ballroom D) Navigating the Skies: Safety, Regulations & Emerging Policy <i>Airspace, Temporary Flight Restrictions (TFRs) and How to Get Approvals</i> <i>Mike den Hartog, Air Boss, Air Operations, Inc.</i> <i>Training and Operations - Lessons Learned by the Airlines and How they Might Apply to Part 108</i> Justin Hensley, Airline and Helicopter Instructor, UAS Success <i>BVLOS and Performance Based Operations</i> Joel Jones, President, Remnant Technology, Inc. <i>Eyes in the Sky: Privacy in the Future of Commercial Drone Operations</i> Amanda Losacco, Aviation Attorney, and Christopher Dodson, Member, Cozen O'Connor
12:30 pm - 1:30 pm	Lunch (Grand Ballroom E)
1:30 pm - 3:00 pm	Session II: (Grand Ballroom D) AI-Powered Drone Operations: Building Smarter, More Profitable Businesses Eno Umoh, Founder and President, Global Air University Explore exciting drone business opportunities and learn how to leverage AI in your operations at this session.
3:00 pm - 3:30 pm	Refreshment Break - Exhibit Hall (Grand Ballroom E)
3:30 pm - 5:00 pm	Session III: (Grand Ballroom D) The Business of Drones: Marketing, Finance & Strategies for Growth <i>Marketing Your Drone Business</i> Dominique Papa, Owner, Drone Over the Top, LLC <i>From Drone Pilot to Trusted Partner: How to Win Professional Drone Clients</i> Mike Ardoin, P.L.S., Director of Professional Services, FlyGuys

Thursday, October 29, 2026 (Continued)

=====

3:30 pm - 5:00 pm

Session III:

**The Business of Drones: Marketing, Finance & Strategies
for Growth (Continued)**

(Grand Ballroom D)

From Flight to Profit: Creating New Markets with Drone-Based Cleaning Services

Gordon Cottrell, Head of Operations/Owner, DroneShine Cleaning

5:00 pm - 6:30 pm

Reception - Exhibit Hall
(50/50 Raffle Drawing at 6:00 pm)

(Grand Ballroom E)

Raffle Proceeds to Benefit:

50/50 Raffle



**Winner Can Select to Take
Half the Pot in Cash
or a Bottle of
Old Rip Van Winkle 10 Year!**



VETS TO DRONES



One Ticket \$5
Five Tickets for \$20

Drawing to take place in the
Exhibit Hall at 6:00 pm at the
Thursday Night Reception



Retail Value ~ \$900

Friday, October 30, 2026

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7:45 am - 12:30 pm	Registration Open	(Registration Desk 2)
7:45 am - 8:30 am	Continental Breakfast - Exhibit Hall	(Grand Ballroom E)
8:30 am - 10:00 am	Session IV: Drone Innovation in Action: Emerging Markets & Commercial Applications	(Grand Ballroom D)
	<i>The Drone-as-a-Service Model: Unlocking Scalable Autonomy Across Industries Including Defense</i> Linda Montgomery, Vice President of Corporate Development, ZenaTech	
	<i>Making Money with Power Wash Drones - Exploring Drone Business Opportunities</i> Robert Dahlstrom, Founder and CEO, Apellix	
	<i>From Opportunity to Contract: How Enterprises Actually Award Drone Work</i> Jason San Souci, Founder, The Drone Strategist	
10:00 am - 10:30 am	Refreshment Break - Exhibit Hall	(Grand Ballroom E)
10:30 am - 12:30 pm	Session V: Beyond the Flight: Drone Data, Connectivity, and Intelligent Operations	(Grand Ballroom D)
	<i>After the Flight: Leveraging Machine Learning to Make Sense of Drone Data</i> Brendan Brown, Environmental Scientist, CDM Smith	
	<i>Connectivity as a Growth Lever: Field Lessons for Scaling Commercial Drone Operations</i> Marty Moran, CEO, Plum Laboratories, Inc.	
	<i>From Drones to Data: Mapping the World from Above</i> Mark Bickel, UAV Department Manager, SurvTech Solutions, Inc.	
	<i>From Connectivity to Safety Service Provider: The Evolution of UAV Communications</i> Dr. Jonathan Foremny, Viasat, Carroll College	
12:30 pm	Adjourn	

THE DRONE FORUM

Moderator and Speaker Profiles

THE DRONE FORUM - OPENING SESSION



Opening Session: From Takeoff to Opportunity: Building a Business in the Drone Industry

Welcome: **Colin Jones**, Vice President, Association & Conference Management, LLC and Founder and CEO, Red Hills Drone Services, Inc.

Panelists:

Eno Umoh, Founder and President, Global Air University
Dominique Papa, Owner, Drone Over the Top, LLC
Kevin Padilla, Founder and CEO, AeroVis Drone Solutions
Chris Lewis, Founder and CEO, Vets to Drones
Mike den Hartog, Air Boss, Air Operations, Inc.

Description:

The drone industry continues to expand into new markets, creating opportunities for entrepreneurs, pilots, technology providers, and service companies—but turning an interest in drones into a successful business requires much more than learning how to fly.

This opening panel brings together experienced drone industry entrepreneurs and operators for a candid discussion about what it takes to enter the market, identify viable business opportunities, find customers, navigate regulations, and build a sustainable operation. Panelists will share lessons learned from their own experiences, discuss where they see the strongest opportunities for new businesses, and offer practical advice for entrepreneurs looking to establish or grow their presence in the rapidly evolving drone industry.

Attendees will also hear perspectives on common mistakes to avoid, emerging markets to watch, and the skills, relationships, and business strategies that can help turn a drone operation into a successful enterprise.



Colin Jones:

Colin Jones, Vice President, Association & Conference Management, LLC and Founder and CEO, Red Hills Drone Services, Inc.

Jones Bio:

Colin Jones is an entrepreneur and business professional with experience in association and conference management, digital business development, and commercial drone services. He serves as Vice President of Association & Conference Management, LLC, where he is involved in the planning, promotion, and management of professional conferences, trade shows, and special events.

Colin is also the Founder and CEO of Red Hills Drone Services, Inc., a commercial drone services company specializing in aerial photography and videography for real estate, sports, special events, and promotional applications. His work combines emerging drone technology with creative marketing to help clients showcase properties, events, and organizations from a unique perspective.

A 2024 graduate of Florida State University, Colin earned a bachelor's degree in Sport Management. His interest in entrepreneurship began at an early age and has included the development of several online businesses in addition to launching his own drone services company.

Colin brings an entrepreneurial mindset to his work and has a particular interest in business development, marketing, technology, and the growing opportunities within the commercial drone industry.



Eno Umoh:

Eno Umoh, Founder and President, Global Air University

Umoh Bio:

Eno Umoh is the founder of Global Air University, a consultancy and education platform that helps drone entrepreneurs launch, grow, and scale their businesses. Through strategy, branding, and go-to-market execution, Eno has supported over 7,000 drone business owners globally. He's a frequent speaker at top drone industry events and currently partners with leading platforms like UAV Coach, Commercial UAV Expo, and Xponential. At the Drone Forum, he'll be leading sessions designed to help drone professionals turn technical skills into real business outcomes.



Dominique Papa:

Dominique Papa, Owner, Drone Over the Top, LLC

Papa Bio:

Dominique Papa is the founder and owner of Drone Over the Top LLC, a woman-owned drone services company specializing in remote visual inspections, photogrammetry, 3D modeling, and high-resolution data collection for complex structures. Her work has taken her into industries ranging from construction and commercial real estate to amusement parks and infrastructure, with a particular focus on using drones to make difficult-to-access inspections safer and more efficient.

Dominique's path into the drone industry was anything but traditional. She earned her degree in biology with a focus in marine science from Colby-Sawyer College in New Hampshire, along with a minor in photography. Her early career included working in Hawaii as a scuba diver and shark tour guide before her background in photography eventually led her to drones. After earning her FAA Part 107 certificate, she began building what would become Drone Over the Top. As her business evolved, Dominique learned that some of the biggest opportunities came from being willing to change direction. What started with photography and traditional drone services developed into a company focused on remote visual inspection technology and solving difficult access problems across multiple industries.

That evolution also shaped the way Dominique markets her business. Instead of focusing on the drone itself, she focuses on the person behind the technology, the problem being solved, and the relationships built along the way. She believes people do business with people they know, trust, and remember. Dominique has built much of her business through networking, conferences, direct outreach, LinkedIn, partnerships, and becoming actively involved in the industries she wants to serve. Her involvement with AIMS introduced her to the safety side of the amusement industry, while her work contributing to ASTM F24 efforts involving drones and ROVs has allowed her to participate in shaping how emerging technology can be safely incorporated into inspection practices.

Today, Dominique continues to grow Drone Over the Top while bringing together her background in science, photography, technology, marketing, and entrepreneurship. Her career may look very different from what she originally planned, but that is also one of the lessons behind her story: you don't always have to know exactly where you're going. You have to recognize opportunities, keep learning, and make sure people remember you when you get there.



Kevin Padilla:

Kevin Padilla, Founder and CEO, AeroVis Drone Solutions

Padilla Bio:

Kevin Padilla is the Founder and CEO of AeroVis Drone Solutions, a veteran-owned uncrewed aircraft operations company in Sunrise, Florida. He spent 20 years in U.S. Army aviation, flying since 2014, and served as a Standardization (Instructor) Pilot, the senior trainer and evaluator for his unit's aviators. He has logged more than 2,000 flight hours across desert, arctic, jungle, mountainous, and urban environments. His professional flying has been entirely in helicopters, and he also holds a fixed-wing private certificate with an instrument rating. He continues to fly in air medical operations with Air Methods. At AeroVis he leads a team delivering aerial mapping, photogrammetry, thermal inspection, and Counter-UAS detection consulting, and works with executive protection agencies.



Chris Lewis:

Chris Lewis, Founder and CEO, Vets to Drones

Lewis Bio:

Chris, an Army and Marine Corps veteran, is the founder of Vets To Drones, a workforce development and training program that helps military and first responder veterans build careers in the commercial UAS industry through training and certification. The program focuses on more than education alone, aligning veteran skills with current industry standards and preparing members for real-world employment opportunities.

Chris is a North Carolina State University graduate and an FAA Part 107 certified commercial drone pilot with experience across both commercial and military UAS platforms.



Mike den Hartog:

Mike den Hartog, Air Boss, Air Operations Inc.

den Hartog Bio:

Mike den Hartog is a veteran aviation manager, FAA Safety Team (FAASTeam) Lead DronePro, and the Air Boss for Air Operations Inc. With decades of foundational expertise spanning air traffic control, emergency response, and public safety integration, Mr. den Hartog is a highly sought-after professional specialized in complex airspace management and unmanned aircraft systems (UAS) safety.

Mr. den Hartog's extensive background includes rigorous technical training at Miami Dade College, Central Missouri State University, and the FAA Academy. Following the historic aviation and national security shifts of September 11, 2001, he joined the Federal Aviation Administration (FAA) Air Traffic Organization. Over his career, he bridged the gap between conventional air traffic control and emergency incident command structures, establishing a reputation for flawless execution under pressure.

As the operational leader of Air Operations Inc. based out of Fort Myers, Florida, Mr. den Hartog regularly commands the airspace for major public events, industrial drone deployments, and emergency response operations. In his parallel role as an FAASTeam Lead DronePro for the Tampa area, he acts as a vital liaison between the federal government and commercial operators, training municipal and public safety agencies on how to responsibly deploy drone technology within tightly controlled, high-risk airspaces.

MIKE DEN HARTOG



Presentation Title:

Airspace, Temporary Flight Restrictions (TFRs) and How to Get Approvals

Mike den Hartog, Air Boss, Air Operations, Inc.

Abstract:

Temporary Flight Restrictions (TFRs) play a critical role in managing airspace safety during special events, emergency operations, and other activities requiring controlled flight environments. For commercial drone operators, understanding how TFRs work and navigating the approval process can be essential to conducting safe, legal, and successful operations.

This presentation will provide a practical overview of TFRs, including when and why they are established, how they impact unmanned aircraft operations, and the procedures involved in requesting authorization to operate within restricted airspace. Drawing on real-world aviation experience, Mike den Hartog will discuss coordination with the Federal Aviation Administration (FAA), airspace management considerations, and common challenges operators encounter when seeking approvals. Attendees will gain valuable insights into navigating airspace restrictions, improving operational planning, and identifying opportunities to expand their commercial drone services while maintaining regulatory compliance.

Bio:

Mike den Hartog is a veteran aviation manager, FAA Safety Team (FAASteam) Lead DronePro, and the Air Boss for Air Operations Inc. With decades of foundational expertise spanning air traffic control, emergency response, and public safety integration, Mr. den Hartog is a highly sought-after professional specialized in complex airspace management, aerial event management, and unmanned aircraft systems (UAS) safety.

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As the operational leader of Air Operations Inc. based out of Fort Myers, Florida, Mr. den Hartog regularly commands the airspace for major public events, demonstrating his drone industry leadership through industrial drone deployments and emergency response operations. In his parallel role as an FAASteam Lead DronePro for the Tampa area, he acts as a vital liaison between the federal government and commercial operators, training municipal and public safety agencies on how to responsibly deploy drone operations within tightly controlled, high-risk airspaces.

JUSTIN HENSLEY



Presentation Title:

Training and Operations: Lessons Learned by Airlines and Their Application to Part 108 for Drone Training and UAS Operations

Justin Hensley, Airline and Helicopter Instructor, UAS Success

Abstract:

We will briefly discuss the imminent changes to the FAA Part 107 exam, how Part 108 operations will look very different than today's Part 107 operations and, lessons and practices learned by the airlines that can be incorporated into Part 108 operations.

For the last portion of the presentation I will be acting in my capacity as an Orlando FSDO FAAST member. We will discuss a critical lesson learned from the Space Shuttle Challenger disaster and how that lesson is applicable to every and all aviation operations.

Bio:

Justin Hensley is an aviation and flight instruction subject matter expert with more than 25 years of experience. He is an Airbus A220 pilot, instructor, and check airman and a former EMS helicopter pilot, instructor, and check airman. He has also founded three successful sUAS businesses, including UAS Success.

A leader in UAS operations and safety, Justin authored the first Part 107 waiver authorizing flight over moving vehicles for a heavy-lift drone without a parachute, as well as the first FAA-accepted Part 107 Operations and Training Manuals and Safety Management System (SMS).

Justin holds FAA ATP Airplane and Helicopter certificates, a helicopter CFI-I, and a Remote Pilot Certificate. A FAAST member and former paramedic, he has helped countless students pass FAA written exams, achieving an average student score of 91%, while mentoring aviators throughout his career.

JOEL JONES



Presentation Title

BVLOS and Performance-Based Operations in Drone Technology

Joel Jones, President, Remnant Technology, Inc.

Abstract:

The FAA has quietly but fundamentally shifted the philosophical foundation of UAS regulations concerning drone technology. What began as a series of case-by-case exemptions and waivers under Section 44807 and Part 107 has evolved into a deliberate move toward performance-based operations under the proposed Part 108 framework for Beyond Visual Line of Sight (BVLOS) flight. This is not merely a new set of rules; it represents a change in how the agency evaluates safety, scales commercial operations, and allocates regulatory oversight. Prescriptive limits are giving way to safety cases, Safety Management Systems, detect-and-avoid performance, population-density risk categories, and operator accountability through permits and certificates. Operators who continue to view the regulatory environment as a checklist of permissions will struggle. Those who embrace the underlying performance-based philosophy—and can demonstrate this through robust operations manuals, training programs, risk assessments, and real-world data—will be well-positioned to navigate the evolving landscape as the final rule takes shape. Drawing on experience conducting the first U.S. agricultural BVLOS flights, developing FAA-accepted harmonized operations and training manuals, and participating in national safety and policy discussions, this presentation examines the practical implications of the shift in UAS regulations. Attendees will leave with a clearer understanding of what 'performance-based operations' actually requires, how current exemption-based operations can transition into the Part 108 structure, and why mastering this philosophical change is essential for successfully navigating the future regulatory landscape.

Bio:

Joel M. Jones is a pioneering leader in drone technology and unmanned aircraft systems (UAS), boasting over a decade of experience in aviation education, regulatory compliance, and operational innovation. As the Owner, President, and Chief Pilot of Drone Crop Services since 2022, he successfully conducted the first Beyond Visual Line of Sight (BVLOS) UAS aerial application in the United States. He has developed operations and training manuals focusing on swarm, BVLOS, and night operations, showcasing his expertise in performance-based operations. Joel has also authored multiple FAA approvals, including Section 44807 exemptions for UAS over 55 pounds, FAA 107.31 BVLOS waivers, FAA 107.35 "Swarm" waivers, FAA 107.36 hazardous materials waivers, and Section 927 waivers for banner tow operations within airshow Temporary Flight Restrictions (TFRs). His collaboration with the California Farm Bureau on State Assembly Bill 1016 helped update UAS regulations to better align with current aerial pesticide practices, and he is part of the team assisting the California Department of Pesticide Regulation in adopting new requirements for private UAS applicators statewide. Since August 2018, Joel has served as a UAS Instructor at Orange Coast College in Costa Mesa, CA, teaching FAA Part 107 and aerial agriculture courses, contributing to over 70 students earning their FAA Remote Pilot certificates. As a certified AUVSI TOPS 1&2 Mentor, he provides guidance on advanced UAS operations and moderates The Ag Drone Podcast (www.theagdronepodcast.com), fostering vital discussions on agricultural drone professionalism and safety. He has chaired regulatory sessions at the Spray Drone End User Conference since 2023, presented at the 2025 NAAA National Convention, delivered comments on the BVLOS NPRM to the FAA Administrator, discussed the future of BVLOS at the Midwest Drone Conference, and presented at PREP. In 2026, he conducted UAS demonstrations at EAA AirVenture Oshkosh. His leadership roles also include serving as an NAAA UAAS Committee Member, a PERC UAS Committee Member, and an FAA Safety Team Representative Drone Pro for the Little Rock FSDO.

AMANDA LOSACCO AND CHRISTOPHER DODSON



Presentation Title:

Eyes in the Sky: Privacy Law Challenges in the Future of Commercial Drone Operations

Amanda Losacco, Aviation Attorney, and Christopher Dodson, Member, Cozen O'Connor

Abstract:

From infrastructure inspections to urban mapping, drones are essential in collecting extensive visual, thermal, and geospatial data. As advances in sensor technology and AI-enabled predictive analytics enhance the capabilities of commercial drone operations, the legal frameworks governing privacy and surveillance are rapidly evolving. Recent litigation, emerging state law trends, and increasing public scrutiny have resulted in a complex compliance landscape for operators navigating the privacy law challenges associated with drone surveillance. This presentation will delve into these privacy law challenges in commercial drone operations, particularly focusing on aerial data collection and surveillance practices. Through real-world examples and enforcement trends, attendees will gain practical strategies for identifying and mitigating privacy risks while ensuring operational effectiveness. Participants will leave equipped with a practical framework for conducting ethical drone missions that minimize legal risk and foster greater community acceptance.

Losacco Bio:

Amanda Losacco is an aviation attorney with Cozen O'Connor in Washington, D.C. Her practice focuses on counseling aviation and aerospace clients on regulatory compliance, enforcement risk management, rulemaking, investigations, and litigation. She advises advanced air mobility operators, manufacturers, and uncrewed aircraft systems (UAS) operators on matters before the Federal Aviation Administration, U.S. Department of Transportation, Transportation Security Administration, and Federal Communications Commission, particularly concerning commercial drone operations. Prior to entering private practice, Amanda served as an attorney adviser in the Federal Aviation Administration Office of the Chief Counsel, where she advised industry and agency personnel on aerospace regulatory compliance, licensing, certification, and operational issues, including those involving new entrants, emerging technologies, and privacy law challenges. Amanda regularly counsels clients on legal and policy issues impacting uncrewed aircraft systems and other advancements in drone surveillance.



Dodson Bio:

As a partner in Cozen O'Connor's Technology, Privacy, & Data Security practice, Chris draws on his prior experience as a software engineer to address clients' concerns where technology, including commercial drone operations, intersects with the law. He advises clients on privacy law challenges, cybersecurity regulations, and handles matters involving artificial intelligence and drone surveillance. A leader in the area of technology, privacy, and data security, Chris has extensive experience advising clients on federal, state, and European privacy laws, including U.S. state comprehensive privacy laws, the EU GDPR, U.S. state biometric privacy laws, the Gramm-Leach-Bliley Act, the NYDFS Cybersecurity Regulation, as well as FFIEC and FTC privacy and cybersecurity regimes. Chris works with a diverse range of clients, both large and small, that use or provide technology solutions across various sectors including financial services, financial technology, health care, online and brick-and-mortar retail, cloud services, software as a service (SaaS), software, mobile apps, blockchain, logistics, aviation, and more.

ENO UMOH



Session Title:

AI-Powered Drone Operations: Building Smarter, More Profitable Businesses

Eno Umoh, Founder and President, Global Air University

Description:

Artificial intelligence is rapidly changing how drone businesses operate, compete, and grow. In this session, Eno Umoh, Founder and President of Global Air University, will explore practical ways drone operators and business owners can integrate AI into their everyday operations to improve efficiency, reduce administrative workload, strengthen customer engagement, and increase profitability.

Rather than focusing on AI theory, this session will look at real-world applications built around the actual workflows of drone businesses. Attendees will learn how AI-powered agents, automated processes, and customized workflows can help manage leads, streamline client communications, develop proposals, organize projects, improve follow-up, and support business development.

Whether you are a solo drone operator or managing a growing team, this session will provide practical ideas for using AI as a business tool—helping you spend less time on repetitive tasks and more time serving clients, winning work, and growing your company.

Bio:

Eno Umoh, the founder of Global Air University, has created a consultancy and education platform dedicated to supporting drone entrepreneurs in launching, growing, and scaling their businesses. Through effective strategy, branding, and go-to-market execution, Eno has aided over 7,000 drone business owners worldwide. As a regular speaker at prominent drone industry events, he collaborates with leading platforms such as UAV Coach, Commercial UAV Expo, and Xponential. At the upcoming Drone Forum, Eno will lead sessions aimed at helping drone professionals translate their technical skills into tangible business outcomes.

DOMINIQUE PAPA



Presentation Title:

Marketing Your Drone Business

Dominique Papa, Owner, Drone Over the Top, LLC

Abstract:

Life changes, careers evolve, and sometimes the skills you acquire along the way provide the foundation for a business you never anticipated building.

In this presentation, Dominique Papa shares her unconventional journey from studying marine biology and photography to working as a scuba diver and shark tour guide in Hawaii, ultimately leading her to discover drones and establish Drone Over the Top. Her story not only reflects her personal journey but also serves as the basis for her approach to marketing. Dominique emphasizes that the drone is merely a tool, not the essence of the business. Effective drone marketing strategies involve more than just promoting your drone or showcasing your camera's quality; it's about marketing yourself, understanding the industry you wish to serve, addressing real problems, and giving people a compelling reason to remember you.

Dominique will explain how she carved out her niche by immersing herself in the industries she aspired to be part of, rather than passively waiting for customers to find her. Her foray into the amusement industry began at AIMS, where she recognized that she wasn't just entering a drone industry; she was stepping into a safety industry. By engaging with inspectors, maintenance professionals, manufacturers, and safety experts, she gained insights into where drone technology could truly add value. Her contributions to developing ASTM F24 language for drones and ROVs within the amusement sector further solidified her credibility, aided in the safe adoption of the technology, and allowed her to grow her business from within the industry instead of merely attempting to sell to it.

Drawing from her own experiences, Dominique will discuss personal branding, networking, attending conferences, leveraging LinkedIn, following up, fostering genuine relationships, and being consistent in how you represent yourself and your company. At its core, *Marketing Your Drone Business* is about ensuring that people remember more than just your drone; it's about making them remember you, what you stand for, the unique value you provide, and how you made them feel during your collaboration.

Bio:

Dominique Papa is the visionary founder and owner of Drone Over the Top LLC, a woman-owned drone services company that excels in remote visual inspections, photogrammetry, 3D modeling, and high-resolution data collection for complex structures. Her diverse work spans industries including construction, commercial real estate, amusement parks, and infrastructure. Dominique is particularly focused on utilizing drone technology to streamline difficult-to-access inspections, enhancing safety and efficiency.

Dominique's journey into the drone industry was anything but conventional. She earned a biology degree with a concentration in marine science from Colby-Sawyer College in New Hampshire, complemented by a minor in photography. Her early career in Hawaii as a scuba diver and shark tour guide eventually led her to the world of drones, where her photography background flourished. After obtaining her FAA Part 107 certificate, she set the foundations for what would develop into Drone Over the Top. As her business grew, Dominique discovered that embracing change was essential; what began as a focus on photography and traditional drone services evolved into a company dedicated to remote visual inspection technology and addressing challenging access issues across various sectors.

This evolution also influenced Dominique's drone marketing strategies. Rather than concentrating solely on the drones, she emphasizes the human connection behind the technology, the problems being solved, and the relationships formed throughout her journey. She firmly believes that people engage in business with those they know, trust, and remember. Much of her success stems from networking, attending conferences, direct outreach, leveraging LinkedIn, forming partnerships, and actively participating in the industries she serves. Her collaboration with AIMS connected her to the safety aspects of the amusement industry, while her contributions to ASTM F24 related to drones and ROVs have enabled her to help shape the safe integration of emerging technologies into inspection practices.

Today, Dominique continues to expand Drone Over the Top, weaving together her expertise in science, photography, technology, marketing, and entrepreneurship. While her career path may differ from her original aspirations, it embodies a vital lesson: you don't always need a clear destination. Recognizing opportunities, committing to lifelong learning, and ensuring that people remember you when you arrive are key.

MIKE ARDOIN



Presentation Title:

From Drone Pilot to Trusted Partner: Winning Drone Project Success and Providing Quality Data Capture for Professional Clients

Mike Ardoin, P.L.S., Director of Professional Services, FlyGuys

Abstract:

Landing premium drone projects successfully takes more than just owning the latest equipment or offering the lowest prices. Engineers, surveyors, and other geospatial professionals seek trusted drone partners who truly understand their business needs and can deliver quality data capture that integrates seamlessly into their workflows. In this session, Mike Ardoin, P.L.S., Director of Professional Services at FlyGuys, shares insights on what sets apart drone operators who consistently win high-value projects from those who struggle to progress beyond commodity work. With over 15 years of experience in surveying, construction, and professional services, Mike provides a unique perspective, given his role in evaluating drone providers and working directly with enterprise clients daily. Attendees will discover what professional clients value when selecting a drone partner, common mistakes that hinder pilots from accessing larger projects, and strategies for building credibility through quality, communication, and understanding of customer workflows. Instead of competing solely on equipment or pricing, participants will leave with practical insights for positioning themselves as trusted business partners capable of supporting complex, long-term engagements. Whether you're an independent pilot or managing a growing drone services company, this session will offer actionable strategies to help you attract higher-value clients, enhance your reputation, and develop a more sustainable business.

Bio:

Mike Ardoin, P.L.S., is the Director of Professional Services at FlyGuys, where he leads advanced reality data capture solutions that integrate surveying, aviation, and emerging technology. As a licensed Professional Land Surveyor in Louisiana, Mike brings over 15 years of experience in surveying and construction. Before joining FlyGuys, he was the Survey Manager and Quality Control Manager for a pipeline construction contractor, where he successfully built and scaled both departments from scratch. His expertise includes survey operations, quality management, and creating high-performing teams essential for drone project success. At FlyGuys, Mike is committed to advancing professional surveying through innovative drone and reality capture technologies. This helps organizations achieve quality data capture, improve efficiency, and make better-informed decisions. With his practical field experience and leadership in professional services, Mike offers a unique perspective on how to merge traditional surveying principles with modern data capture workflows, positioning FlyGuys as trusted drone partners in the industry.

GORDON COTTRELL



Presentation Title:

From Flight to Profit: Creating New Markets with Drone-Based Cleaning Services

Gordon Cottrell, Head of Operations/Owner, DroneShine Cleaning

Abstract:

Drone Shine Cleaning is focused on demonstrating how commercial drone technology can move beyond traditional imaging and inspection applications into practical, revenue-generating services. By combining drone operations with exterior cleaning, the company is developing a market strategy centered on safety, efficiency, scalability, and access to structures that are traditionally difficult or costly to service. Rather than positioning drones simply as a replacement for existing equipment, Drone Shine Cleaning views them as a platform for creating new service models—reducing the need for workers to operate at height while expanding the types of properties that can be serviced. The company's approach is built around identifying industries with recurring maintenance needs, developing partnerships with property owners and service providers, and using successful projects to establish repeatable markets. This discussion will explore the opportunities and challenges of bringing drone-enabled cleaning into the mainstream, including customer education, regulatory considerations, operational scalability, pricing strategies, and the importance of demonstrating a clear return on investment to commercial clients.

Bio:

With more than 15 years of experience flying drones for video and photo productions, Gordon began his career in the industry through Flying Home Productions. After receiving a part .107, that experience led to opportunities working with major brands and organizations, including Discovery, HGTV, L'Oréal, MultiGP, and Disney. Gordon later transitioned into real estate photography with Next Door Photos, where he met his future business partner, Scott Richbourg. Scott, who worked in public finance, was looking for a safer and more efficient way to clean his investment properties. Recognizing an opportunity to combine their experience and passion for drone technology, the two partnered to launch Drone Shine Cleaning.

From the beginning, their mission was simple: find a safer way to clean properties while keeping workers on the ground. As the company grew, that mission evolved into a broader vision—using drone technology and innovative cleaning solutions to safely reach and maintain larger structures without putting workers at unnecessary risk.

Today, Gordon's focus remains on pushing the possibilities of drone technology, developing safer solutions for challenging cleaning projects, and helping Drone Shine Cleaning reach new clients and larger structures while keeping boots safely on the ground.

LINDA MONTGOMERY



Presentation Title:

The Drone-as-a-Service Model: Unlocking Scalable Autonomy Across Industries Including Defense

Linda Montgomery, Vice President of Corporate Development, ZenaTech

Abstract

As autonomous drones evolve from niche tools to essential infrastructure and warfare components, the next stage is not solely about enhancing hardware—it focuses on a transformative delivery model. We will explore how the Drone-as-a-Service (DaaS) model can redefine access, scalability, and impact across commercial, government, and defense sectors. This session dives into how DaaS eliminates traditional barriers such as high upfront costs, regulatory complexity, pilot shortages, and maintenance overhead by providing turnkey drone capabilities on demand. From inspection and surveying to security, organizations can now deploy autonomous aerial solutions as effortlessly as subscribing to a secure cloud service. Attendees will gain insights into:

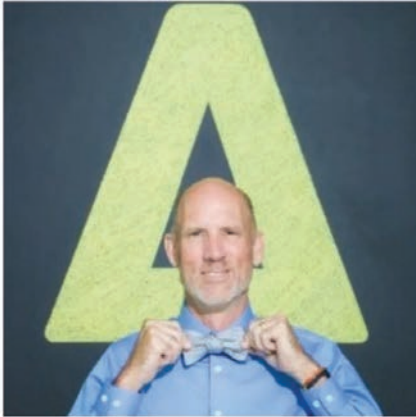
- How enterprises are leveraging DaaS to enhance operational efficiency, mitigate risk, and generate real-time actionable data
- The economic and strategic benefits of transitioning from asset ownership to service-based drone deployment
- Use cases across the drone industry, including infrastructure, energy, construction, and agriculture.
- How government and defense agencies can utilize DaaS for continuous surveillance, rapid response, and scalable mission support without expanding internal drone programs
- The role of autonomy, AI, and fleet orchestration in making drone ubiquity a reality.

We will discuss a vision for a future where drones operate as seamlessly as utilities—integrated into daily operations, continuously delivering value, and accessible to organizations of any size. This is a must-attend session for industry leaders, innovators, and decision-makers looking to understand how DaaS will shape the next phase of the drone economy and how to position themselves at the forefront of this shift.

Bio:

Linda Montgomery is Vice President of Corporate Development at ZenaTech, where she leads the company's corporate development strategy, focusing on business development, investor relations, and marketing initiatives in the innovative drone industry. With over 20 years of experience supporting international technology companies, she has successfully led investor relations efforts for five initial public offerings (IPOs), contributing to the growth of Drone-as-a-Service solutions and autonomous drones. Throughout her career, Linda has collaborated closely with executive teams to drive growth, enhance stakeholder engagement, and position emerging technologies for both commercial and public-market success. She holds degrees in business and marketing from the University of Manitoba and the University of Winnipeg and is a Certified Professional in Investor Relations (CPIR), accredited by the Ivey School of Business at Western University.

ROBERT DAHLSTROM



Presentation Title:

Making Money with Autonomous Power Wash Drones

Robert Dahlstrom, Founder and CEO, Apellix

Abstract:

Autonomous power wash drones are revolutionizing exterior-cleaning businesses, making them both capital efficient and highly profitable. With initial startup costs typically ranging from 50 to 75 thousand dollars for a complete drone cleaning system, operators consistently achieve six- and seven-figure annual service revenues by replacing traditional scaffolding, lifts, and large ground crews with a streamlined drone team. This presentation analyzes the economics behind commercial drone cleaning, highlighting high daily production rates and premium pricing justified by enhanced safety and minimized disruption. In many cases, margins surpass those of conventional pressure-washing or rope-access operations. We will explore real-world pricing models, utilization targets, and breakeven timelines, while demonstrating how to secure repeat contracts, expand vertically, and implement multi-drone fleets to transform a single system into a high-ROI, growth-ready endeavor. Attendees will depart with a practical playbook for designing and evaluating extremely profitable drone business profitability ventures.

Bio:

Robert Dahlstrom is the founder and CEO of Apellix, a Jacksonville-based company that specializes in autonomous power wash drones for industrial and commercial assets worldwide. By transforming hazardous and slow exterior cleaning into a high-throughput, tech-enabled service, he has empowered multiple operators to build million-dollar-plus annual businesses through commercial drone cleaning. Drawing on decades of experience in industrial services and autonomous systems, Robert designs 'physical AI' tools that enable small teams to accomplish the work of large crews—safely, consistently, and at premium day rates. Apellix platforms have been deployed by the U.S. Army and utilized on critical infrastructure, while also driving drone business profitability for local contractors who now generate seven figures annually washing buildings and tanks with drones instead of traditional scaffolding.

JASON SAN SOUCI



Presentation Title:

From Opportunity to Contract: How Enterprises Actually Award Drone Work

Jason San Souci, Founder, The Drone Strategist

Abstract:

Spotting a new market is the first step. Getting a utility, telecom, or infrastructure company to put you under contract is the harder one. Most capable operators lose enterprise deals for reasons that have nothing to do with flying. They price the wrong unit, stall in procurement, or never reach the person who owns the budget. Drawing on 25 years on the vendor side of enterprise bids, Jason covers three things. He shows how these buyers evaluate a new drone provider. He explains what gets you disqualified before anyone reads your proposal. And he walks through how to structure a first engagement so it grows into a recurring program.

Bio:

Jason San Souci is the founder of The Drone Strategist, which helps commercial drone operators win and structure enterprise contracts through its Enterprise Deal Design Accelerator. He has spent 25 years in geospatial and remote sensing. He holds the ASPRS Certified Mapping Scientist – UAS and GISP credentials and serves as Director of the ASPRS Rocky Mountain Region. He is also Chief Product Officer at Flight Technologies, where he helps win enterprise bids across the telecom and infrastructure sectors. Jason hosts the podcast "Do You Know Drones?" and wrote "Drone Services 101: Your Blueprint to High Value Success." He is co-founder of Neurodiversity Works, a Colorado nonprofit that trains neurodiverse learners for drone and data careers.

BRENDAN BROWN



Presentation Title:

After the Flight: Leveraging Machine Learning for Drone Data Analysis in Environmental Impact Prediction

Brendan Brown, Environmental Scientist, CDM Smith

Abstract:

Drone technology applications have revolutionized the way environmental and infrastructure data is collected, but for many practitioners, the true challenge arises after the flight. With ggabytes of data from high-resolution cameras, LiDAR, and multispectral sensors, turning this data into actionable decisions becomes a significant hurdle. By integrating machine learning into drone data analysis, along with deep learning techniques, we can extract actionable intelligence that human subject matter experts can use to base their decisions. This presentation will highlight how these machine learning and deep learning models are utilized for tasks such as classifying land cover, mapping invasive species, detecting changes, and predicting ecological impacts with unprecedented accuracy. These advanced tools not only enhance decision-making but also streamline regulatory compliance and permitting workflows. Attendees will gain valuable insights into practical applications, implementation strategies, and future directions for AI and geospatial technologies, including their role in environmental impact prediction within Florida's environmental sector.

Bio:

Brendan V. Brown is an environmental scientist with over 20 years of experience supporting complex environmental and infrastructure projects across the United States. He specializes in wetland delineation, permitting, ecological restoration, and integrating Nature-Based Solutions into project delivery. For more than 8 years, Brendan has led the way in drone technology applications, specifically harnessing machine learning to analyze drone data for environmental challenges. His innovative workflows transform high-resolution imagery into actionable insights, focusing on environmental impact prediction. By utilizing deep learning, he accelerates field investigations, improves data consistency, and supports defensible, regulator-ready outcomes. As a technical leader, Brendan has advanced tools that reduce field time, streamline permitting processes, and enhance decision-making for transportation, civil works, and remediation projects. He frequently collaborates with multidisciplinary teams to bridge the gap between emerging technology and practical implementation in the field.

MARTY MORAN



Presentation Title:

Connectivity solutions as a Growth Lever: Insights from Marty Moran on Scaling Drone Operations in Commercial Settings

Marty Moran, CEO, Plum Laboratories, Inc.

Abstract:

Reliable connectivity solutions are the foundation of any operation that relies on real-time data, and it is hardest to guarantee in the environments where it matters most: remote locations, congested networks, and areas with damaged or limited infrastructure. For commercial drone operations, a dependable data link is not merely a technical detail; it dictates which jobs you can take, whether you deliver the live results clients expect, and how reliably you perform when conditions turn challenging. This session emphasizes connectivity as a valuable business asset. When the link holds, operators secure more demanding work and establish a reputation for being prepared. Conversely, when it falters, missions stall, and revenue declines. We will ground the discussion in a real-world public safety example from a recent Marty Moran presentation, where a local law enforcement agency required reliable drone connectivity to support operations during a major national event. From that deployment and similar cases, we will extract practical lessons on identifying the field conditions that most often disrupt connectivity, building redundancy into data links and power, and transforming dependable performance into a competitive advantage. Attendees will leave with a clear understanding of how connectivity solutions are essential infrastructure to plan around, along with a framework for leveraging it as a growth advantage rather than a recurring risk. Key Takeaways: Proactively identify the field conditions that lead to connectivity failures, including congestion and remote coverage gaps. Build redundancy into data links and power to safeguard uptime and revenue. Turn dependable connectivity into a client-facing differentiator that supports higher rates.

Bio:

Marty Moran is the CEO and co-owner of Plum Laboratories, Inc., where he concentrates on delivering effective connectivity solutions to meet customer needs in challenging environments. With a practitioner's understanding of the costs associated with connectivity failure, especially in critical areas such as drone operations, Marty brings valuable insights to the table. Over the past twenty years, he has owned various businesses across manufacturing, technology, consulting, and software sectors. His experience also includes general management and leadership roles at organizations like Surebridge, Valspar, Andersen Consulting, and McMaster-Carr. Additionally, Marty has been actively involved in community service, participating on boards and committees for local non-profits and economic development organizations, and has volunteered as a coach for collegiate swimming programs, sharing his knowledge in presentations, including those focused on connectivity challenges.

MARK BICKEL



Presentation Title:

From Drones to Data: Exploring the Mapping Industry from Above

Mark Bickel, UAV Department Manager, SurvTech Solutions, Inc.

Abstract:

The presentation will focus on advancements in the mapping industry made possible by drone technology, specifically through the use of unmanned aerial vehicles (UAVs). Drones, which have been integral to the mapping market for approximately 10 to 12 years, have continually improved in productivity, reliability, and efficiency. We will highlight the types of UAV sensors that can enhance data collection, including RGB, infrared, video cameras, magnetometers, and LiDAR. Additionally, the presentation will cover the various UAV platforms that have emerged, such as fixed-wing, helicopters, hybrid (gas/electric), and SLAM (simultaneous localization and mapping) platforms. Case studies featuring mapping projects utilizing multiple mapping sensors and UAV platforms will also be discussed. Lastly, we will address the policies and safety concerns associated with conducting mapping using UAVs.

Bio:

Mark Bickel is the UAV Department Manager for SurvTech Solutions, Inc. His expertise in drone technology began in the US Army, where he flew military drones starting in 2001. Over nearly a decade, he conducted combat operations in various locations throughout Iraq and Afghanistan. Now, 25 years later, he continues to thrive in the drone industry, focusing on data collection through commercial drones for surveying and mapping, a key area in the mapping industry. Mark holds a bachelor's degree in Business Management from Grand Canyon University and is currently attending Survey Engineering courses at the University of Maine, working towards his surveyor's license while gaining knowledge about UAV sensors.

DR. JONATHAN FOREMNY



Presentation Title:

From Connectivity to Safety Service Provider: The Evolution of UAV Communications in Aviation Safety Services

Dr. Jonathan Foremny, Viasat, Carroll College

Abstract:

The next phase of UAV operations will require a fundamental shift in how communications are perceived across the aviation ecosystem. As these operations progress beyond visual line of sight and towards routine integration into national and international airspace systems, UAV communications can no longer be viewed merely as a data service; they must evolve into aviation safety services that support mission continuity, operational assurance, and regulatory compliance. This Jonathon Foremny presentation will examine the evolution of UAV communications, highlighting the transition from traditional connectivity solutions to aviation-grade safety services, incorporating C2CSP. It will delve into the emerging role of communications service providers in facilitating safe UAV operations through assured command and control links, performance-based satellite communications requirements, cybersecurity protections, and adherence to evolving aviation standards and regulatory frameworks, including Part 108 and Part 146. The session will discuss how standards like RTCA DO-377B/C, EUROCAE WG-105, and ICAO RPAS guidance, alongside other global initiatives, shape expectations for communication performance in terms of availability, continuity, integrity, and latency. It will also underscore the difference between simply providing connectivity and delivering a safety-critical communications capability that supports the regulatory approval of complex BVLOS operations. As the UAV industry advances towards greater autonomy, broader operational domains, and global interoperability, the communications layer will become an essential component of aviation safety assurance. This presentation will explore the strategic opportunity for communications providers to transition from being bandwidth suppliers to aviation safety service providers, ultimately assisting operators, regulators, and airspace stakeholders in building the confidence necessary for the next generation of remotely piloted and autonomous flight operations.

Bio:

Dr. Jonathan Foremny is an aviation and space professional specializing in remotely piloted aircraft systems, airworthiness, and aviation standards, as well as regulatory integration. He serves as the Manager of Aviation and UAV Standards at Viasat, where he leads global standards and regulatory activities that support aviation connectivity, BVLOS operations, and aviation safety services, particularly crucial for safety-critical satellite communications. Dr. Foremny brings over a decade of experience in aviation, encompassing airworthiness engineering, flight testing, and operational roles with UAS, aerostats, stratospheric aircraft, and advanced aviation systems. He has amassed more than 5,000 flight hours across various aircraft and has extensive expertise in UAV certification, test operations, and regulatory approval efforts. Dr. Foremny holds a Doctor of Education in Aviation and Space, a Master's in Aviation and Space, an advanced certificate in UAS Operations and Applications, and is currently pursuing his MBA in Organizational Management. Additionally, he contributes to the education of future aviation professionals as an associate professor of flight planning and management, including the Jonathon Foremny presentation on UAV communications. His current focus is on advancing global UAV integration through standards development, aviation safety frameworks, and innovative communication solutions that facilitate scalable BVLOS operations.



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The Inaugural Drone Forum		
Program at a Glance		
Wednesday, October 28, 2026		
3:00 pm - 6:30 pm	Conference Registration Open - Rosen Centre Hotel	(Registration Desk 2)
3:00 pm - 5:00 pm	Exhibitor Setup	(Grand Ballroom E)
5:00 pm - 6:30 pm	Welcome Reception	(Pool Deck)
Thursday, October 29, 2026		
7:45 am - 6:30 pm	Registration Open	(Registration Desk 2)
7:45 am - 8:30 am	Continental Breakfast: Exhibit Hall	(Grand Ballroom E)
8:30 am - 10:00 am	Opening Session The Future of Commercial Drones: Trends, Technology & Business Opportunities	(Grand Ballroom D)
10:00 am - 10:30 am	Refreshment Break: Exhibit Hall	(Grand Ballroom E)
10:30 am - 12:30 pm	Session I: Navigating the Skies: Safety, Regulations & Emerging Policy	(Grand Ballroom D)
12:30 pm - 1:30 pm	Lunch (Provided)	(Grand Ballroom E)
1:30 pm - 3:00 pm	Session II: AI-Powered Drone Operations: Building Smarter, More Profitable Businesses	(Grand Ballroom D)
3:00 pm - 3:30 pm	Refreshment Break: Exhibit Hall	(Grand Ballroom E)
3:30 pm - 5:00 pm	Session III: The Business of Drones: Marketing, Finance & Strategies for Growth	(Grand Ballroom D)
5:00 pm - 6:30 pm	Reception - Exhibit Hall (6:30 pm 50:50 Raffle Drawing)	(Grand Ballroom E)
Friday, October 30, 2026		
7:45 am - 12:30 pm	Registration Open	(Registration Desk 2)
7:45 am - 8:30 am	Continental Breakfast: Exhibit Hall	(Grand Ballroom E)
8:30 am - 10:00 am	Session IV: Drone Innovation in Action: Emerging Markets & Commercial Applications	(Grand Ballroom D)
10:00 am 10:30 am	Refreshment Break: Exhibit Hall	(Grand Ballroom E)
10:30 am - 12:30 pm	Session V: Beyond the Flight: Drone Data, Connectivity, and Intelligent Operations	(Grand Ballroom D)
12:30 pm	Adjourn	
10:30 am - 1:00 pm	Exhibitor Breakdown	